

Under the Service Occupation Tax, servicemen are taxed on tangible personal property transferred incident to a sale of service. See 86 Ill. Adm. Code Part 140. (This is a GIL.)

May 15, 2008

Dear Xxxxx:

This letter is in response to your letter dated September 7, 2007, in which you request information. The Department issues two types of letter rulings. Private Letter Rulings ("PLRs") are issued by the Department in response to specific taxpayer inquiries concerning the application of a tax statute or rule to a particular fact situation. A PLR is binding on the Department, but only as to the taxpayer who is the subject of the request for ruling and only to the extent the facts recited in the PLR are correct and complete. Persons seeking PLRs must comply with the procedures for PLRs found in the Department's regulations at 2 Ill. Adm. Code 1200.110. The purpose of a General Information Letter ("GIL") is to direct taxpayers to Department regulations or other sources of information regarding the topic about which they have inquired. A GIL is not a statement of Department policy and is not binding on the Department. See 2 Ill. Adm. Code 1200.120. You may access our website at [www.tax.illinois.gov](http://www.tax.illinois.gov) to review regulations, letter rulings and other types of information relevant to your inquiry.

The nature of your inquiry and the information you have provided require that we respond with a GIL. In your letter you have stated and made inquiry as follows:

A client of this office, a commercial furniture dealership, has asked that I contact you for clarification on which of the services it provides, are subject to sales tax. The client performs the following services:

- Resells furniture products.
- Receives products at a warehouse, which are then delivered and installed.
- Unloads and installs products that were shipped directly from the manufacture [sic] to the project site.
- Labor to reconfigure or dismantle previously installed products.
- Labor to repair, refinish and reupholster products.
- Storage of client products.
- Freight in bound to an installer's warehouse or direct to a clients [sic] site.
- Provides design and space planning.
- Prepares design drawings for installers.
- Provides on site project manager to coordinate and direct installation.

Thank you in advance for your consideration.

**DEPARTMENT'S RESPONSE:**

Without a review of the specific contractual agreements with your company's client and in the context of a GIL, we cannot respond specifically with respect to each service listed in your letter. However, we are providing the following general information for your consideration.

### Purchases for Resale

For general information regarding resale certificates, I direct your attention to the Department's regulation "Seller's Responsibility to Obtain Certificates of Resale and Requirements for Certificates of Resale" found at 86 Ill. Adm. Code 130.1405, which can be accessed on the Department's website.

### Installation

For general information regarding installation of products, I direct your attention to the Department's regulation "Installation, Alteration and Special Service Charges" found at 86 Ill. Adm. Code 130.450, which can be accessed on the Department's website.

### Repairs or Service Transactions

Further, based upon the information you have provided, we suggest you refer to the Department's regulation regarding "Persons Who Repair or Otherwise Service Tangible Personal Property" found at 86 Ill. Adm. Code 130.2015, which can be accessed on the Department's website. This will help you determine whether your client is subject to Retailers' Occupation Tax or Service Occupation Tax.

Illinois Retailers' Occupation and Use Taxes do not apply to sales of service that do not involve the transfer of tangible personal property to customers. However, if tangible personal property is transferred incident to sales of service, this will result in either Service Occupation Tax liability or Use Tax liability for the servicemen depending upon his activities. For your general information see 86 Ill. Adm. Code 140.101 through 140.109 regarding sales of service and Service Occupation Tax. Again, which you can access at the Department's website.

Under the Service Occupation Tax Act, businesses providing services (i.e. servicemen) are taxed on tangible personal property transferred as an incident to sales of service. See 86 Ill. Adm. Code 140.101. Tangible personal property that is transferred to the service customer may result in either Service Occupation Tax liability or Use Tax liability for the servicemen depending upon his activities. The serviceman's liability may be calculated in one of four ways:

- (1) Service Occupation Tax on the separately stated selling price of tangible personal property transferred incident to service;
- (2) Service Occupation Tax on 50% of the servicemen's entire bill;
- (3) Service Occupation Tax on the servicemen's cost price if the servicemen are registered de minimis servicemen; or
- (4) Use Tax on the servicemen's cost price if the servicemen are de minimis and are not otherwise required to be registered under Section 2a of the Retailers' Occupation Tax Act.

Using the first method, servicemen may separately state the selling price of each item transferred as a result of the sale of service. The tax is then calculated on the separately stated

selling price of the tangible personal property transferred. If the servicemen do not separately state the selling price of the tangible personal property transferred, they must use 50% of the entire bill to the service customer as the tax base (the second method described above). Both of the above methods provide that in no event may the tax base be less than the servicemen's cost price of the tangible personal property transferred. See 86 Ill. Adm. Code 140.106.

The third way servicemen may account for their tax liability only applies to de minimis servicemen who have either chosen to be registered or are required to be registered because they incur Retailers' Occupation Tax liability with respect to a portion of their business. See 86 Ill. Adm. Code 140.109. Servicemen may qualify as de minimis if they determine that the annual aggregate cost price of tangible personal property transferred as an incident of the sale of service is less than 35% of the total annual gross receipts from service transactions (75% in the case of pharmacists and persons engaged in graphics arts production). Servicemen no longer have the option of determining whether they are de minimis using a transaction-by-transaction basis. Registered de minimis servicemen are authorized to pay Service Occupation Tax (which includes local taxes) based upon their cost price of tangible personal property transferred incident to the sale of service. Such servicemen should give suppliers resale certificates and remit Service Occupation Tax using the Service Occupation Tax rates for their locations. Such servicemen also collect a corresponding amount of Service Use Tax from their customers, absent an exemption.

The final method of determining tax liability may be used by de minimis servicemen that are not otherwise required to be registered under Section 2a of the Retailers' Occupation Tax Act. Such de minimis servicemen handle their tax liability by paying Use Tax to their suppliers. If their suppliers are not registered to collect and remit tax, the servicemen must register, self-assess and remit Use Tax to the Department. The servicemen are considered to be the end-users of the tangible personal property transferred incident to service. Consequently, they are not authorized to collect a "tax" from the service customers. See 86 Ill. Adm. Code 140.108.

### Transportation and Delivery Charges

We direct your attention to the Department's regulation 86 Ill. Adm. Code 130.415, governing Transportation and Delivery Charges. Incoming freight is always a cost of doing business. The seller must charge Retailers' Occupation (i.e. sales) Tax on such freight even if he bills such cost separately to his customers.

I hope this information is helpful. If you require additional information, please visit our website at [www.tax.illinois.gov](http://www.tax.illinois.gov) or contact the Department's Taxpayer Information Division at (217) 782-3336. If you are not under audit and you wish to obtain a binding PLR regarding your factual situation, please submit a request conforming to the requirements of 2 Ill. Adm. Code 1200.110 (b).

Very truly yours,

Debra M. Boggess  
Associate Counsel

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